

Trade g. B. V. 7.

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L A T E P A M P H L E T,

I N T I T U L E D,
R E F L E C T I O N S o n t h e E x p e d i e n c y
o f O p e n i n g t h e T R A D E t o *Turky*.

— *Sunt certi denique fines,
Quos ultra citraque nequit consistere rectum.*
H O R A T.

— *Quod petis, hic est.* Ibid.



L O N D O N :

Printed in the Year M.DCC.LIII.

SOME

REMARKS

ON A

LATE PAMPHLET



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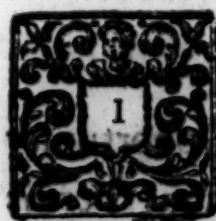
LONDON

Printed in the Year MDCCLIII.



S O M E
R E M A R K S

On a late Pamphlet, intituled,
REFLECTIONS *on the Expediency of*
opening the Trade to Turkey.



It is a most disagreeable Situation, into which the *Levant* Company is thrown by the capricious Prejudices of some of their Fellow-Subjects, who, for want of better Employment, industriously endeavour to engage others in the unnecessary Trouble of acquiring a Right

Right to a Privilege, which they not only are, but have long been, in the Possession of.

To prepare the World for the Execution of this Design, a Book has been printed with the Title of “ *Reflections on the Expediency of opening the Trade to Turkey.*”

It is no very unreasonable thing to expect of an Author, who professes to write for the Information of the Public, upon Matters concerning its Interests, that he should have procured some good Informations himself, upon the Subjects he undertakes: But the Writer of the Reflections appears contented with a very slender Provision of this kind for his Enterprize, and seems to rely on other Arts and Methods for the Success of it.

He has not omitted the least Opportunity of turning to Advantage those odious Terms of Monopolies, Engrossing, Exclusive Commerce, Sacrificing the National Trade to France for private Interest, &c. In order

der to raise Prejudices, and dispose the Minds of his Readers for a more favourable Reception of those Impressions he would give them, by the very profuse Reflections upon several Points, either misunderstood, or nothing to his Purpose; and even where he attempts to form any Arguments, he founds them upon Propositions and Assertions, which are not true in Fact.

As the *Levant* Trade now stands, there is but little Encouragement for the Company to be at much Trouble in the Support of their Charter: They will, however, at all Events, do Justice to their own Characters, and endeavour, by fairly stating this Question, to prevent those Inconveniences, which, it is apprehended, may fall upon this Trade, from the Change aimed at by those, who have moved this Question.

In order to this, it will be shewn,

That the Trade to *Turky* has a free Course; and that every Member of the Company

Company may export and import all Goods, permitted by Law, in what Quantities, as well as at what Time, and on what Ships, he may judge proper :

That the Trade to *Turky* may be carried on from any other Port, as freely as from *London* :

That the Increase of the *French* Trade to *Turky* cannot, with any Colour of Reason, be imputed either to the Company's Charter, or any Use they have made of the Powers granted to them by it: And,

That if any of those Means of increasing this Trade, very positively insisted upon by the Author, can be procured by what he calls opening the Trade, they may be now equally obtained in the same Way.

The Remainder of the Question will hardly deserve the Pains of interesting the Legislature in regard to it.

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To prove the first, the Company need only attest their Practice in the Course of their Affairs for many Years, and call upon their respective Members to vouch the Truth of it. When the Bill relating to this Subject passed the Honourable House of Commons, the Company made the best Use they were able, of what was declared to be the Sense of the Nation upon this Point; and then gave Notice in Print, that all Restraint upon Ships was removed, and would no more be laid; which has been strictly observed ever since: Nor can there be any Ground to surmise, that there is, or has been, even the most distant Purpose of breaking an Engagement so publickly taken with the Nation; and which must be understood to have the Force of a Law with the Company.

That the Trade is not confined to the single expensive Port of *London*, the Company's Charter will clearly prove: And if the Merchants of the other Ports have not made use of this Comprehension, the Fault is not

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to be charged upon those of *London*, who have hitherto composed the Company: For a single Instance cannot be given, of Admission into it having been refused to any of them; nay, has been actually granted to a Merchant of *Halifax*.

Nevertheless, upon this Supposition, false in Fact, the *Turky Company* is expressly called, " A Monopoly in every Sense," though it is open to every Merchant of the Kingdom: And whose Admission to which does, farther, admit his Children to theirs on very moderate Conditions: And every Nobleman and Gentleman likewise may lay Claim to it, without any Conditions at all. However, upon this false Principle he founds all his Reasonings; which bring him to this very rash and unwarrantable Conclusion, " That
" the prodigious Increase of the *French*
" *Levant* Trade cannot possibly be ascribed
" to any other Cause, but to the Monopolies and Exclusions of the *English* against
" their

“ their own Countrymen, in Favour of the
 “ *French*.”

But a very little Inquiry would have sufficed for coming at the Knowledge of some of those Causes which have lessened the *English Trade to Turkey*.

A very principal one is, the total Stop put to any Communication between *Persia* and *Turky*; occasioned by the terrible Calamities with which that unhappy Country has been visited for above these Thirty Years past: From whence arose the Amount of nigh half the Trade to *Turky*, as well in the Exports, as by the Returns in Raw Silk.

The Use and Consumption of Mohair-yarn, which was likewise the next capital Article of Returns, is diminished at least one half: *Russia* has found means to divert the Course of the Rhubarb, before it can reach *Turky*: Neither do our Dyers make so much use of Galls as heretofore: These are Changes

which must necessarily affect the Trade, and are Causes which cannot be imputed to the *Levant* Company.

As to the *French*, they have, from their *American* Colonies, found new Articles of Trade, and with which we have not as yet been furnished from ours. Indigo, Sugar, and even Coffee, are become very important ones, tho' they will be hardly ascribed to the Monopolies and Exclusions of the *English* against their own Countrymen, in Favour of the *French*.

But the very great one is in their Cloth. This is a particular Manufacture, first set on foot for this very Purpose, and encouraged by the Crown, and the Province where it is made, with extraordinary Aids to the Manufacturer, and with long Application to almost this single sort: It is brought to vast Perfection: It is made of fine Materials, a chief Part consisting of *Spanish* Wool, and is of good Spinning; and, though not very substantial, yet has it a
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good Appearance; and sells cheap; and as it answers many particular Uses, it has great Vent. It may not here be out of the way to remark, that the *French*, or any other Nation, opening a Trade to the *Levant*, in Cloth, or any Goods, which those Nations established there before them, may deal in, will certainly acquire a Share of the Trade; and this Share must, in all Likelihood, be at the Expence of the other Nations trading thither; for there can be no Reason to believe, that those new Traders, bringing the same Commodities to Market, can create a new Consumption.

From the manner in which this Author speaks of the *Levant* Company, those who are unacquainted with it, may be induced to think, that it carries on a Trade by a joint Stock, managed with so much Art, under the Shelter of the Charter, as to make, according to the Author's Expressions, "immense Profits upon small Imports:" But this is very far from being the Case; for the Company

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have no Stock at all; but every Member trades on his own private Stock, how he pleases, and to what Extent he pleases.

Many of its Members being Men of large Fortunes, it is natural to think, that if these immense Profits in this Branch of Traffick among them were stirring, far greater Numbers would be found ready to put in for larger Shares of them; nor could such a Confederacy, as the Author supposes, be kept long a Secret from several other wealthy Merchants of this City, who have a Right to be admitted to the Freedom of the Company, and would, no doubt, assert it, in order to come at a Part of these immense Profits.

But it happens unluckily for our Author, that, whilst all Difficulties attending the *English* Trade to *Turky*, and the Progress the *French* have made in theirs, are ascribed by him to Monopolies and Exclusions in *England* (formed by his own Imagination), the *French* Trade to *Turky* is really a Monopoly.

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It is confined to the Port of *Marseilles*, and, though not carried on by a joint Stock, is yet directed there by a Company, without whose Permission, or that of the Court, no Person can trade, or establish himself as a Factor, in *Turky*, or even continue there, if they think fit to give a contrary Order. It is under the Government of Bye-laws, which are either made by the Company, or sent from Court, and which often extend to very great Restraint. All Factors, who were married, have been ordered away; and those likewise, who had been established beyond such a Term of Years.

The Sales of their Cloth abroad have been fixed to certain Seasons and Quantities, as well as Prices; and, in every Sale, each Factor was to put only his Proportion of what he had in his Warehouse; so that a Factor, with but Ten Bales of Cloth, must not be permitted to sell them in less time than would another, who had an Hundred to dispose of. If then, for Argument-sake, it should be allowed, that the *English* Trade to the *Levant* is as much a Monopoly as that
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of *France* (which yet most certainly it is not); it will be difficult to account for such different Effects, under the Influence of the same Cause: And this proves, even to a Demonstration, that Monopoly had nothing to do either with the Decrease of the one Trade, or Increase of the other; but that both must have sprung from other Causes.

Those which have been assigned, are absolutely true in Fact; and it is hoped they will evidently appear to have been out of the Reach of every thing the *Levant* Company have done, or could have done,

It is next to be considered, how far they may be prevented, and the Mischiefs complained of be retrieved, by this Project for opening the Trade to *Turky*.

His Argument, that a larger Quantity of Cloth might be exported, if it could be carried cheaper to Market; and that exporting it from Ports nearer to the Place where it is made;

made, and preparing it altogether for Exportation in the Country, will be a means of many Savings, will readily be allow'd him. But this proves nothing, with regard to the Expediency undertaken to be proved; because all this may be effected with equal Freedom under the Company's Charter, as if an hundred new Laws were made: And the same may be said, with regard to whatever may depend on the full Liberty, as to Ships, Time, and Quantities of Goods, in which every Member is intirely his own Master.

In short, there is not one single Advantage, which the Author proposes by opening the Trade to *Turky*, which, if any way attainable, may not as easily be procured according to the present Situation of Affairs.

He, indeed, promises his Readers a great deal; but, it is to be feared, much of this sanguine Hope is given merely with a View of raising Expectations; for, in reality, the Subjects, from whence it is drawn, no-way
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relate to the Question in hand ; for very few dyeing Drugs ever came from *Turky* ; the principal Article this Way being Gall-nuts, which have not of late been brought over in any Quantity, because the Dyers have substituted some other Material in the room of them : And *Levant* Ashes have grown into Disuse, from the Adulteration of them abroad. These Articles depend not on such Methods as any Traders to *Turky*, under the present Charter, or any other Regulation, can practice, towards the reviving the Credit of them.

The strong Probability which the Author expresses, of great Demands to be produced, for a long Enumeration of Goods, is merely chimerical ; and it will admit of a Doubt, whether the Proposition he absolutely lays down, “ that the *English* are known to excel other Nations in Fabric and Cheapness,” can be so universally admitted, either in the one, or the other, of those Points : And if this Proposition was quite true, a neighbouring Nation might not, perhaps, prove so frequent

frequent an Obstacle to our Progress in the Course of Trade. A full Inquiry into this Subject would lead too far; but, whatever Degree of Truth may be contained in this Assertion, still the Supposition of its being absolutely true, with regard to the Cloth Manufacture, must be the Ground of his saying, that “ Our
 “ Woolen Manufacturers are ready to make
 “ appear, from the Specimens they have
 “ seen of the Cloth of *Languedoc*, designed
 “ for the *Levant*, that they are able to out-
 “ rival the *French*, provided this Commerce
 “ has a free Course, and every Adventurer is
 “ permitted to ship off from what Port he
 “ pleases;” and of his asserting also, positively (though, by producing a Specimen of this sort of Cloth when finished, and declaring at what Price it could be sold, a more effectual Method had been taken, of making it appear; nor could it, indeed, be then disputed), “ That the *English* Manufacturers
 “ can rival the *French Turkey* Cloth;” an Advantage much to be desired: And there can be no doubt but the Merchants of *England*
 C 2 would

would be ready to give them all suitable Encouragement. It is, therefore, declared to all, that, without troubling the Legislature, the Freedom of Commerce they contend for, does already absolutely exist; and the Trial, therefore, may be immediately made.

The Members of the *Turkey* Company have taken a great deal of Pains to inform themselves about the Fabric of this Cloth; and have endeavoured, by many Trials here, to imitate it; but without Success.

As there is such a Disposition to raise Objections to the *Levant* Company, the Terms of Admission to the Freedom of it will, without doubt, be mentioned. When this Affair was under the Consideration of Parliament, the Honourable the House of Commons fixed the Price at Twenty Pounds; the Charter sets it at Fifty Pounds, to those above Twenty-six Years; and at Twenty-five Pounds, to those under; neither of which Sums can be deemed onerous to Persons in such Circumstances as may capacitate them to engage in this Trade.

Trade, which labours under the Inconvenience of a long Circulation; and it is but a small Contribution towards defraying the public Expence, in Consideration of being received into a Portion of the Advantages arising from the great Charge of forming and supporting the Establishments in *Turky*; many valuable Effects whereof are still existing. This, however, is of so little Importance to the Company, that if they thought themselves at Liberty by their Charter, they would have reduced the Price to that set by the House of Commons.

The Point, then, in Dispute, is of very little Moment, between the Author and the *Levant* Company: He says, that many great Advantages might be obtained for the Nation by this Trade, if it was opened. It is here proved, that the Trade is already free and open, for all the Purposes he mentions; and that if these Advantages are so easily obtained, they have been, and are, in our Power; and therefore there can be no Reason for complaining

plaining of the *Levant* Company's Charter, or for raising Questions and Uneasiness in the Minds of the People, and troubling the Legislature, for what we are already possessed of.

If it should be said, That the Company may perhaps again return to their Rule, about general Ships; it is answered, That this cannot reasonably be supposed, after the Engagement taken with the Public, upon the Knowledge of its Sentiments; and such a Proceeding would, and must, be looked upon as a Breach of all Measures with it.

This Subject does not seem to require any further Examination of it, than what affects the Particular of laying the Trade open to every-body. The Laws, Customs, and Manners, of the *Turks*, are different from those of other Nations; and it requires some Circumspection to live among them without giving Offence; and when that happens, it is sometimes attended with Danger, and always

ways with Expence. They look upon the Whole, as a Pledge for the Behaviour of Individuals; and, in very late Instances, the Company has been forced to disburse large Sums of Money, to prevent worse Consequences.

It will be very unfair, and merely for the sake of Clamour, and of raising Odium, to treat these Objections as the ordinary Language of Monopolists. What can be more frivolous, than to throw out Expressions of that Kind, towards a Company who have no Joint-Stock; of which every Nobleman, Gentleman, and Merchant, of the Kingdom (and every Manufacturer, who should make his own Cloth to export it, must be considered as a Merchant), may become a Member, and carry on his Trade from what Port, and in what Manner, he may choose? Or can it be supposed, that, with all these Means of Support, the Trade to *Turky* will stand in need of further Assistance? As, therefore, no Benefit can accrue to the Nation,

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from this new Scheme proposed, it cannot, surely, be prudent, to run the Risque of disturbing that good Order, in which Things at present are settled, with no other View, than to gratify a wanton Humour of making an useless Experiment.

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